

# ELEVATING WATER PURITY IN BIOTECH PHARMA LABS

CASE STUDY | Pharma

WATER TECHNOLOGIES



## | The client's needs

Veolia Water Technologies collaborated with this French biotech company to address their critical need for purified water in quality controls, R&D analyses, and to support essential equipment such as washing machines and autoclaves.

## | The solution

Veolia Water Technologies proposed the ELGA Purelab Chorus 2+ RO/EDI/UVI system, offering a purified water flow of 20 l/h, complemented by a 100 L tank. Distribution is facilitated through a PURELAB Dispenser and a booster pump, ensuring a seamless and reliable water supply.

### Differentiation with WaaS Contract:

Facing a technological landscape similar to that of their competitor, Veolia stood out thanks to the innovative Water-as-a-Service (WaaS) contract. This comprehensive solution includes equipment supply, complete consumables, and maintenance services, all bundled under a competitive per-liter pricing structure. This strategic initiative proved crucial in setting Veolia apart and sealing the partnership.

The five-year WaaS contract, starting in August 2023 and extending until August 2028, is based on precise consumption. A capital value of €35,000 has been established, providing reliable service at an annual rate of €7,000.

“The successful partnership with this Biotech pharma lab sets the stage for future collaborations and establishes Veolia as a key player in advancing water treatment solutions for biotechnological advancements.”

Brieux SAILLY, Technical sales engineer



Evry, France

## | The client

**France** -- A biotech company, from Evry genopole, focuses on developing innovative processes for the bioproduction of chemical molecules through biomass fermentation.

### Key Figures

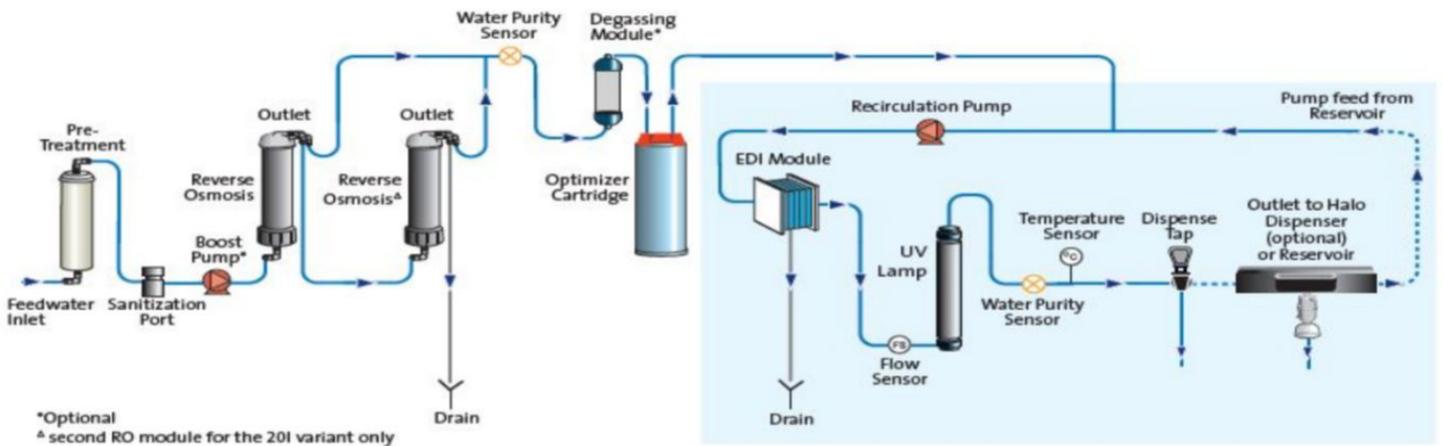
7,000€  
per year

5 years  
of WaaS

## | The benefits

- Patented recirculating EDI technology which is the only EDI system on the market that is able to fully recirculate to achieve a minimum of 10 M $\Omega$ -cm water at all times.
- Suitable for sensitive analytical and life science applications above that of basic laboratory work
- Space saving - designed to be modular and stackable to save space.

## | Process description



## | Conclusion

This case study illustrates Veolia Water Technologies' commitment to providing tailored and innovative solutions. By addressing these specific water purity needs and introducing revolutionary financial models such as WaaS, Veolia demonstrates its ability to elevate operations in the biotechnology sector. The successful partnership with this customer sets the stage for future collaborations and establishes Veolia as a key player in advancing water treatment solutions for biotechnological advancements.



### Veolia Water Technologies

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